

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	1,058	914	15.8%	10,490	9,463	10.9%
Average Sales Price	\$145,000	\$132,000	9.8%	\$150,000	\$141,000	6.4%
Median Sales Price	\$118,000	\$96,000	22.9%	\$116,000	\$113,000	2.7%

Sales by Type and Price Range

Price Range	Single Family			Duplex	Condo	Total Month Sales	Total YTD Sales
	0-2 Bdrms	3 Bdrms	4+ Bdrms				
\$ 19,999 or under	22	49	12	3	3	89	1118
\$ 20,000 - 29,999	14	37	1	1	1	54	601
\$ 30,000 - 39,999	2	28	7	2	3	42	587
\$ 40,000 - 49,999	5	34	10	1	2	52	495
\$ 50,000 - 59,999	3	40	7	0	2	52	375
\$ 60,000 - 69,999	5	19	7	0	0	31	370
\$ 70,000 - 79,999	1	35	16	2	2	56	416
\$ 80,000 - 89,999	0	27	6	0	2	35	353
\$ 90,000 - 99,999	2	32	3	0	2	39	349
\$100,000 - 119,999	3	59	23	0	1	86	704
\$120,000 - 139,999	3	59	35	1	2	100	813
\$140,000 - 159,999	2	37	17	0	7	63	661
\$160,000 - 179,999	0	27	30	1	5	63	628
\$180,000 - 199,999	4	24	30	0	1	59	499
\$200,000 - 249,999	1	23	66	0	2	92	870
\$250,000 - 299,999	1	6	38	0	3	48	572
\$300,000 - 399,999	1	6	37	0	0	44	571
\$400,000 - 499,999	0	2	21	0	0	23	240
\$500,000 - 749,999	0	2	23	0	0	25	180
\$750,000 - 999,999	0	1	2	0	1	4	53
\$1,000,000 and over	0	0	1	0	0	1	35
Total Types	69	547	392	11	39	1,058	10,490
Average Sale Price	\$62,000	\$102,000	\$224,000	\$56,000	\$138,000	\$145,000	\$150,000
Median Sale Price	\$27,000	\$91,000	\$195,000	\$31,000	\$120,000	\$118,000	\$116,000

Price Group	Sales	% of Total
0 - \$99,999	450	42.5%
\$100,000 - 199,999	371	35.1%
\$200,000 - 399,999	184	17.4%
\$400,000 and above	53	5.0%

Time on Market	Units
1 to 30 days	310
31 to 60 days	153
61 to 90 days	140
91 to 120 days	115
More than 120 Days	282
Average Market Time	103.42

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee

Date: 11/15/12

October 1 - 31, 2012

Sold Residential Listings

<u>Price Class/Type</u>	<u>< 2 Bed</u>	<u>3 Bed</u>	<u>> 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	22	49	12	3	3	89
\$20,000 - \$29,999	14	37	1	1	1	54
\$30,000 - \$39,999	2	28	7	2	3	42
\$40,000 - \$49,999	5	34	10	1	2	52
\$50,000 - \$59,999	3	40	7	0	2	52
\$60,000 - \$69,999	5	19	7	0	0	31
\$70,000 - \$79,999	1	35	16	2	2	56
\$80,000 - \$89,999	0	27	6	0	2	35
\$90,000 - \$99,999	2	32	3	0	2	39
\$100,000 - \$119,999	3	59	23	0	1	86
\$120,000 - \$139,999	3	59	35	1	2	100
\$140,000 - \$159,999	2	37	17	0	7	63
\$160,000 - \$179,999	0	27	30	1	5	63
\$180,000 - \$199,999	4	24	30	0	1	59
\$200,000 - \$249,999	1	23	66	0	2	92
\$250,000 - \$299,999	1	6	38	0	3	48
\$300,000 - \$399,999	1	6	37	0	0	44
\$400,000 - \$499,999	0	2	21	0	0	23
\$500,000 - \$749,999	0	2	23	0	0	25
\$750,000 - \$999,999	0	1	2	0	1	4
\$1,000,000 and Over	0	0	1	0	0	1
Totals	69	547	392	11	39	1058
Avg. List Price (In \$1000s)	67	107	233	65	150	152
Median List Price (In \$1000s)	31	96	200	50	129	125
Avg Sale Price (In \$ 1000s)	62	102	224	56	138	145
Median Sale Price (In \$1000s)	27	91	195	31	120	118

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	310
31 - 60 Days	153
61 - 90 Days	140
91 - 120 Days	115
More Than 120 Days	282
Total Units Sold	1000
Average Market Time	103.42

<u>Types of Financing</u>	<u># Units</u>
FHA	253
VA	38
Conventional	296
Cash	419
Owner Financed	6
Other	46

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee

Date: 11/15/12

January 1 - October 31, 2012

Sold Residential Listings

<u>Price Class/Type</u>	<u>< 2 Bed</u>	<u>3 Bed</u>	<u>> 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	278	640	114	45	41	1118
\$20,000 - \$29,999	95	411	51	21	23	601
\$30,000 - \$39,999	50	442	63	17	15	587
\$40,000 - \$49,999	54	340	79	4	18	495
\$50,000 - \$59,999	42	257	64	4	8	375
\$60,000 - \$69,999	26	251	68	5	20	370
\$70,000 - \$79,999	21	289	78	3	25	416
\$80,000 - \$89,999	23	247	65	0	18	353
\$90,000 - \$99,999	19	239	69	2	20	349
\$100,000 - \$119,999	38	490	149	2	25	704
\$120,000 - \$139,999	38	523	221	2	29	813
\$140,000 - \$159,999	27	348	251	1	34	661
\$160,000 - \$179,999	9	274	305	3	37	628
\$180,000 - \$199,999	13	178	293	1	14	499
\$200,000 - \$249,999	10	225	593	0	42	870
\$250,000 - \$299,999	5	80	470	0	17	572
\$300,000 - \$399,999	1	69	490	1	10	571
\$400,000 - \$499,999	1	22	215	0	2	240
\$500,000 - \$749,999	2	12	165	1	0	180
\$750,000 - \$999,999	0	1	50	0	2	53
\$1,000,000 and Over	1	3	31	0	0	35
Totals	753	5341	3884	112	400	10490
Avg. List Price (In \$1000s)	59	101	251	49	133	154
Median List Price (In \$1000s)	36	85	215	25	115	120
Avg Sale Price (In \$ 1000s)	60	97	248	44	124	150
Median Sale Price (In \$1000s)	30	81	206	25	108	116

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3409
31 - 60 Days	1836
61 - 90 Days	1217
91 - 120 Days	899
More Than 120 Days	2671
Total Units Sold	10032
Average Market Time	104.13

<u>Types of Financing</u>	<u># Units</u>
FHA	2369
VA	386
Conventional	3246
Cash	3972
Owner Financed	34
Other	480

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee

Date: 11/15/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	244	13	10
\$20,000 - \$29,999	206	16	9
\$30,000 - \$39,999	213	11	6
\$40,000 - \$49,999	239	6	10
\$50,000 - \$59,999	252	9	7
\$60,000 - \$69,999	264	10	16
\$70,000 - \$79,999	252	3	22
\$80,000 - \$89,999	263	1	13
\$90,000 - \$99,999	259	2	11
\$100,000 - \$119,999	429	3	29
\$120,000 - \$139,999	518	3	31
\$140,000 - \$159,999	410	7	24
\$160,000 - \$179,999	376	4	37
\$180,000 - \$199,999	341	3	26
\$200,000 - \$249,999	537	0	29
\$250,000 - \$299,999	457	2	25
\$300,000 - \$399,999	472	1	24
\$400,000 - \$499,999	222	0	7
\$500,000 - \$749,999	214	0	7
\$750,000 - \$999,999	102	0	0
\$1,000,000 and Over	98	0	0
Totals	6368	94	343
Average Price (In \$ 1,000s)	211	74	169
Median Price (In \$ 1,000s)	144	55	149

Inventory Totals

Total Active: 6,805

Average LP: \$206,846

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6368	1342621	210,839
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

CND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	343	58030	169,183
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

LND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

COM

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

DUP

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	94	6937	73,798
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

MUL

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

Inventory Totals

Total Pending: 1,669

Average LP: \$146,877

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1589	235622	148,283
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

CND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	65	8603	132,351
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

LND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

COM

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

DUP

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	15	912	60,820
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

MUL

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0